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Message Text

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46
ACTION AF-08

INFO OCT-01 ISO-00 EB-07 /016 W
---------- 014482
R 261544Z AUG 76
FM AMEMBASSY ACCRA
TO USDOC WASHDC
INFO SECSTATE WASHDC 4130

UNCLAS ACCRA 6352

E.O. 11652: N/A
TAGS: BEXP GH
SUBJ: WTDR/FTI - ATLANTIC INTERNATIONAL CO. LTD.

REF: USDOC 12204

1. GHANA 2. CNTRY CODE: 749 3. SER. NO: N/A

4. ATLANTIC INTERNATIONAL CO. LTD.

4B. CODE: A

5. P.O. BOX 9116, AIRPORT; C-127A/3 FARRAR AVE.,

6. ACCRA, GHANA

7. EST. 1972 8. EMPL: 40 9. SIZE: (19-X) LARGE

10. REPUTATION: (22-X) EXCELLENT

11. CURRENTLY IMPORTING FROM EUROPEAN COMMON MARKET COUNTRIES, NOTABLY W. GERMANY AND U.K.; COLLABORATING WITH, AND HOPES ACQUIRE DISTRIBUTORSHIP FOR, U.S. SUPPLY OF AIR CONDITIONING AND REFRIGERATION EQUIPMENT. SELLS PRODUCTS THROUGHOUT GHANA AND HAS PLAN TO COVER OTHER WEST AFRICAN COUNTRIES SOON.

12. RPT DATE: 08/76

13A. 32600/23 AGT. DIST. OF CERAMIC PRODUCTS: PLUMBING FIXTURES
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AND KITCHENWARE

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13B. 37510/123 AGT. DIST. RETL. OF MOTORCYCLES, BICYCLES AND PARTS

13C. 30793/23 AGT. DIST. OF PLASTIC WATER PIPES AND FITTINGS

13D. 34420/237 AGT. DIST. INSTALLATION AND MTCE. OF ALUMINUM SLIDING DOORS AND WINDOWS

13E. 33120/235 IMP. AGT. DIST. OF STRUCTURAL STEEL PRODUCTS

13F. 35853/12357 AGT. IMP. DIST. RETL. OF REFRIGERATION AND AIR-CONDITIONING EQUIPMENT; ALSO INSTALLATION AND MAINTENANCE

13G. 35890/235 AGT. IMP. DIST. OT COMMERCIAL KITCHEN EQUIPMENT

13H. 34330/235 AGT. IMP. DIST. OF BOILERS

13I. 35610/235 AGT. IMP. DIST. OF PUMPS AND PUMPING EQUIPMENT

13J. 36200/235 AGT. IMP. DIST. OF GENERATORS, GRAPHITE ELECT ODES

13K. 42130/9 OFFERS LONG-DISTANCE TRUCKING SERVICE

13L. 47220/9 OFFERS TRAVEL AND TOURIST AGENCY SERVICE

13M. 73920/9 OFFERS BUSINESS CONSULTING SERVICE

13N. 36130/235 AGT. IMP. DIST. OF ELECT. CONTROLS AND SWITCHGEART

14. DR. HUMPHREY O.K. ATA TITLE: CHIEF EXECUTIVE

15. CABLE: ATA 16. TELEX: CARE 2066 17. TEL: 28214

18. FINANCIAL REFS: GHANA COMMERCIAL BANK, HIGH ST. BRANCH, P.O. BOX 2971, ACCRA; AGRICULTURAL DEV. BANK, RING RD. BRANCH, P.O. BOX 4191, ACCRA.

19. TRADE REF: THYSSEN AUFZOGE GMBH, 7303 NEUHAUSEN, UNCLASSIFIED

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BERNAUSER LANDSTR., W. GERMANY.

20. DIST FOR THYSSEN AUFZOGE GMBH (ADDRESS ABOVE) OF ELEVATORS, ACQ. 1972; FOR WOMA APPARATE BAU GMBH, D4100 DUISBURG 14, POSTFACH 141820, W. GERMANY, OF PUMPS, GENERATORS, KITCHEN EQUIPMENT, ELECT CONTROLS AND SWITCHGEAR, ACQ. 1973.

ALSO DIST FOR NUMBER OF LOCAL MFRSTOF STRUCTURAL STEEL MILL

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PRODUCTS, PLASTIC PLUMBING FIXTURES AND PIPES, CERAMIC
SANITARY WARE, MOTORCYCLES AND BICYCLES, ACQ. 1973.

21. THIS YOUNG GHANAIAN FIRM HAS GROWN SUBSTANTIALLY BOTH IN
SIZE AND SCOPE OF OPERATIONS WITHIN RELATIVELY SHORT PERIOD OF
TIME TO BECOME AN IMPORTANT, WELL-RESPECTED ENTERPRISE IN THE
LOCAL BUSINESS COMMUNITY. IT IMPORTS WIDE RANGE OF ELECTRICAL
AND INDUSTRIAL EQUIPMENT FOR OWN USE AND FOR RESALE, IN ADDITION
TO LOCALLY MANUFACTURED STRUCTURAL STEEL MILL PRODUCTS,
PLASTICS, CERAMICS, MOTORCYCLES, BICYCLES AND PARTS;
UNDERTAKES CONTRACTS FOR INSTALLATION AND MAINTENANCE OF CENTRAL
AIR CONDITIONING SYSTEMS, COMMERCIAL KITCHEN EQUIPMENT, AND
ELEVATORS; OPERATES BUSINESS CONSULTANCY AND TRAVEL AGENCIES;
AND PERFORMS "OVER-THE-ROAD" TRUCKING SERVICE. HAS HEAD-
QUARTERS AND WAREHOUSING FACILITIES DOWNTOWN ACCRA, BRANCHES IN
TEMA, GHANA'S PRINCIPAL SEAPORT 18 MILES EAST OF ACCRA, AND IN
THREE OTHER REGIONAL COMMERCIAL CENTERS. ANNUAL SALES
REPORTEDLY MORE THAN DOUBLED FROM CEDIS 600,000 (DOLS. 522,000)
IN 1973 TO CEDIS 1.3 MILLION (APPROX. DOLS. 1.1 MILLION) IN 1975,
OF WHICH 80 PERCENT REPORTEDLY SERVICE INCOME. IN ADDITION TO
STATED NUMBER OF EMPLOYEES, FIRM CLAIMS 6 "STANDBY" GRADUATE
ENGINEERS FOR IMPORTANT CONSULTANCY JOBS. COMPANY APPARENTLY
HAS GOOD CONNECTIONS WITH GOVERNMENT AGENCIES AND INSTITUTIONS
CONCERNED WITH INVESTMENT PROMOTION AND PROJECT ANALYSIS FOR
JOINT STATE/PRIVATE VENTURES. IT HAS YOUNG, ENTERPRISING AND
EVIDENTLY COMPETENT MANAGEMENT. LOCAL BANKING REF STATES FIRM
IS FINANCIALLY STRONG AND TRUSTWORTHY. WE RECOMMEND IT AS
SUITABLE TRADE CONTACT FOR INTERESTED U.S. FIRMS.

229 PREPARED BY: P.A. HENNISON APPROVED BY: A.L. GLAD
AT: AMERICAN EMBASSY, ACCRA.
LINEHAN

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